



Blue Collar Homes

Your local, real estate solutions company!

**A Guide To Selling Your
Home With Us!**

Facts About Blue Collar Homes

- *Experienced in solving real estate problems and helping homeowners find solutions to their real estate needs*
- *Ability to make CASH offers for houses and create fast, hassle-free transactions, closing in as little as 10 days*
- *Focused on providing solutions for clients and value for investors by locating and renovating distressed properties*
- *All information will be kept private and confidential*

Who We Are!

Blue Collar Homes, LLC is a full service real estate solutions firm that purchases and sells properties throughout the greater Nashville, TN area. Founded in 2017 by Eric & Tiffany Mullins, Blue Collar Homes is proud to provide real estate services in the following areas:

- Residential Redevelopment
- Short Sales/Loss Mitigation
- Real Estate Investment
- Foreclosure Solutions

Blue Collar Homes, LLC is passionately pursuing our goal to help hundreds of people in our community find solutions to their real estate needs. Our organization is well-funded and driven to successfully purchase properties with CASH; and quickly renovating and listing to re-sell those properties to retail home-buyers and landlords. Blue Collar Homes, LLC is excited to be part of the area's renaissance, and we aspire to continue contributing to the economic rejuvenation of Nashville and its neighborhoods.

We not only purchase property, but we also sell homes, many of which are completely renovated and in move in condition. Whether you are dreaming of becoming a first home buyer or looking to upgrade your current home, **we can help!**

Blue Collar Homes, LLC is truly committed to helping each individual customer. **We focus on fast response, integrity and over-delivering on customer service. By putting the customer's needs first, whether selling or buying a home, we can help you realize your real estate goals.**

Our Mission

To help individuals and families in need of moving on from one of life's many potential changes. We will purchase your home in any condition and help you setup in another location with our network of partners that we work with. We also offer full relocation packages for those in need of such services.

OUR REAL ESTATE SPECIALTIES INCLUDE:

- Foreclosure Avoidance
- Bank Owned Properties and REO's
- Vacant Properties
- Houses in Major Disrepair
- Bankruptcy
- Credit Repair
- Debt Removal and Renegotiation
- Solving Title Issues
- Relocation Assistance
- Environmental or Structural Issues
- Overleveraged Properties
- First Time Home Buyers Program
- Apartment and House Rentals

Our Leadership

Tiffany Mullins – Former Registered Dental Assistant that has lived in the Hendersonville, TN area her whole life. She has always had a passion for Real Estate and in 2017 decided to finally take the plunge and dedicate herself to the trade of Real Estate Investing.

Eric Mullins – Veteran of the United States Navy moved to Clarksville, TN in 2007 after being Honorably discharged following 6 years of service. He has worked as a Electrical Engineer in various fields since 2007 and most recently decided to take more control in his life by changing goals and joining his wife on her Real Estate path.

Together they live in Gallatin, TN with their 2 wonderful children Breana and Brayden.



Company Credentials

OUR EDUCATION & TRAINING

As always, having the correct knowledge is essential in order to carry out any mission. We have invested a great deal of time, energy and capital investment into our real estate education to make sure we not only protect ourselves, but also provide you with the peace of mind knowing that we are a legitimate company with sound knowledge and experience.

We've been mentored by the nations' premiere Real Estate Investment Company, CT Homes, LLC, also featured on the hit TV show "Flip This House". Our real estate investing mentorship involved a comprehensive 6-month curriculum, covering all the ins and outs of creative real estate investing. Beyond the principles of sound investing, we were also thoroughly trained on how to build a successful business based on systems and predictability.

Having been involved in thousands of real estate transactions, our personal investing coaches have created the necessary systems and tools to allow us to strategically invest in real estate; and grow and expand our business. These tools are readily available for us to leverage when analyzing our real estate deals.



Benefits Of Working With Us

WHY WORK WITH BLUE COLLAR HOMES?

When we work directly with a home seller, what we provide will not only make for a smooth transaction, but it can also add up to thousands upon thousands of dollars in savings, as compared to selling a home through traditional means. With the ability to directly purchase homes and make cash offers, we can create extremely fast and hassle free transactions.

There are many creative ways to help you out of any situation. We pride ourselves on our reputation for working one-on-one with each customer to handle each individual situation; and it's our goal to make each client feel like we achieved a WIN-WIN scenario.

Most homeowners have no idea what options are available to them beyond listing a house with an agent or trying to sell it on their own and just hoping for the best. We provide a unique alternative to listing your house or selling it on your own. Your real estate agent gets paid a commission for his or her services which is a percentage of the home's selling price. In most cases, you may also be encouraged to fix up your home and yard to attract more potential buyers – and sometimes, it can involve hiring expensive contractors.

HOW DO WE COMPARE TO A TRADITIONAL BUYER?

	Traditional Buyer	Blue Collar Homes
Method of Payment	Bank Financing	CASH
Cost of Repairs	1-8% of Homes Value	None (Bought AS-IS)
Closing Time frame	45+ Days	10-14 Days
Amount of Business For You	Typically only one purchase	Repeat Buyers (Multiple deals per yr)
Repairs Needed	Repairs, no matter how big or small are important to owner occupants – often times, making it difficult to find a house quickly & make the sale	We look for homes that are not perfect and need improvements
Appraisal	Mandatory	None
Re-Listing the Home	Years down the road	3-6 Months on Average

Programs We Offer

CASH PURCHASE PROGRAMS

Utilizing cash funding from our national network of investors allows us to circumvent many of the nuances of a traditional real estate closing. We can purchase your home directly from you, and you won't have to pay any hefty agent commissions. In addition to our funding source, we will be buying the home absolutely AS-IS – meaning, we would never ask you to make a single repair on the home. Furthermore, Blue Collar Homes, LLC, fully understands the importance of timing. You may be in a situation where you need to close quickly or, you may need a few months to transition your life. Either way, we can facilitate a fast and easy closing in 10 days or less – or as long as you need. We are here to work with you.

LOAN MODIFICATION PROGRAMS

A "Loan Modification Program" is a special program designed to help homeowners who have experienced a previous hardship, get back on track with their mortgage. We will work directly with you and your lender to help you qualify. However, you must have recovered from that hardship, and be able to make your mortgage payments again. Often times, the lender will require some sort of partial payment before they will consider a loan modification program. The relationships we've built with many banks will help you immensely during this process.

SHORT SALE PROGRAMS

With today's transitioning real estate market, it can be very difficult for some homeowners to sell their property. You may be over-leveraged and tempted to just walk away from the home. But, this is not in your best interest, and there are serious consequences if you let the home go into foreclosure. If you are currently experiencing this scenario, it's important to know that you do have options! We are very successful at negotiating debt with banks, and can often times purchase the property directly from you, thus saving you from a foreclosure.

LOCAL REAL ESTATE AGENT REFERRAL

If your home is located in an area where our firm does not specialize in finding retail buyers, we are happy to refer you the right agent in your area. We know that not all real estate agents are created equal. Therefore, we do a thorough prescreening of all our referrals to ensure that they are an adequate representation of our company.

RENOVATION PROJECTS

Occasionally, we sell houses that are not included in our completed renovation portfolio. When selling these properties in need of repair, it's very important for the buyer to have specialized knowledge to identify any possible renovation costs associated with improving the property. When working with our company, you can be assured that we're very qualified and experienced in accurately estimating repairs and consulting with buyers on the renovation process.

Our Risks

There's no such thing as a perfect house — every home, even newly constructed ones, will potentially have some issue or another. Our company builds value by rehabilitating properties in need of repairs — whether light cosmetic repairs, or significant repairs. In many cases, we buy houses that have fire damage, termites, mold, foundation problems, roof problems or any other major repair. Houses with these conditions scare most buyers, and most real estate agents don't like listing them because they know such houses are hard to sell. We actually enjoy talking to sellers who own these types of houses, because we can see the potential value of the home after repairs are made; and we can breathe new life back into the home by renovating and improving its condition.

HERE ARE JUST A FEW OF THE RISKS INVOLVED WHEN WE PURCHASE A PROPERTY:

- Previously unknown property conditions of environmental hazards such as toxic mold or others
- Expensive repair conditions that may not have been apparent initially or conditions become worse since the time of purchase
- Costly repairs not previously estimated for could offset the profit margin such as HVAC, plumbing, foundation work, ETC.
- Work permit complications, local restrictions/code enforcement, and other legal problems that can arise
- Longer than expected times in holding a property for repair or extended marketing time causing profits to be exhausted
- Ever-changing market conditions including lending requirements and availability of applicable mortgages for buyers.

Frequently Asked Questions

HOW DOES THE PROCESS WORK TO SELL MY HOUSE?

Once you have completed the Property Information Form, one of our real estate solutions specialists will contact you shortly (usually within 24 hours). In some situations, we will need to gather additional information. We will research your property and discuss all the details with you. We may be able to make you an offer right over the phone, or in most cases we will schedule a time with you to view the property and make you an offer!

WHAT SORT OF HOUSES DO YOU BUY?

We buy houses in any condition, in any area, in any price range, in any situation! We will buy your house as-is; you don't need to do ANY repairs!

WHAT DO YOU MEAN "ANY AREA, CONDITION, PRICE RANGE OR SITUATION"?

Whether your house is in foreclosure, over-leveraged, condemned, has liens or health department violations, not maintained, fire damaged, or about to fall down, WE CAN BUY IT!

ARE YOU "REALTORS"?

Blue Collar Homes, LLC is a real estate investment and solutions company. We are property acquisition specialists who buy houses; we want to BUY your home. There is never a charge or a commission when we buy your property! However if listing your property is the best solution, then we can and will connect you with a recommended licensed real estate agent.

WHAT WILL YOUR SERVICE COST ME?

NOTHING! We don't charge any fees to discuss your situation, to make you an offer or to buy your home.

AM I UNDER ANY OBLIGATION TO SELL MY HOME IF I FILL OUT YOUR PROPERTY INFORMATION FORM?

No! There is no obligation on your side! We will simply review the information, make you an offer, and you choose to accept or reject it - totally your choice!

IS MY INFORMATION KEPT CONFIDENTIAL?

ABSOLUTELY 100%! Your privacy is of the utmost importance to us. Any information you provide is completely confidential! If you want to deal with a reliable, reputable company who will treat you with professionalism, understanding, and respect – YOU HAVE COME TO THE RIGHT PLACE!

IF I KNOW OF ANOTHER PROPERTY YOUR COMPANY MAY WANT TO BUY, DO YOU PAY A REFERRAL FEE?

YES! Maybe there is a vacant house on your street or you know someone who needs and wants to sell their home, please refer them to us! Better yet, provide us their information and we will do all the research and make an offer. In some cases, we will pay up to \$1,000 for a referral! Contact us directly to discuss the terms.

WHAT IF I AM BEHIND ON MY PAYMENTS, IN FORECLOSURE OR BANKRUPTCY? ARE YOU STILL ABLE TO HELP?

YES! Blue Collar Homes, LLC is a professional real estate solutions company with experience in solving these difficult situations. Please contact us for a confidential consultation.